# UnderStandingAmericaStudy

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# 1 INTRODUCTION

This UAS panel survey, titled "UAS596:Financial knowledge, decisions, and preparedness for shocks and retirement" asks respondents a series of questions about financial knowledge, financial decisions, and preparedness for shocks and retirement. This survey is no longer in the field. Respondents were paid $10 to complete the survey.

## 1.1 Topics

This survey contains questions (among others) on the following topics: Financial Literacy, Income, Retirement And Pensions. A complete survey topic categorization for the UAS can be found here.

## 1.2 Experiments

This survey did not include any experiments. A complete survey experiment categorization for the UAS can be found here.

## 1.3 Citation

Each publication, press release or other document that cites results from this survey must include an acknowledgment of UAS as the data source and a disclaimer such as, 'The project described in this paper relies on data from survey(s) administered by the Understanding America Study, which is maintained by the Center for Economic and Social Research (CESR) at the University of Southern California. The content of this paper is solely the responsibility of the authors and does not necessarily represent the official views of USC or UAS.' For any questions or more information about the UAS, contact Tania Gutsche, Project and Panel Manager, Center for Economic and Social Research, University of Southern California, at tgutsche@usc.edu.

# 2 SURVEY RESPONSE AND DATA

## 2.1 Sample selection and response rate

The sample selection for this survey was:

All active English speaking respondents who completed UAS441 plus an oversampling of Black and Hispanic respondents.

As such, this survey was made available to 3337 UAS participants. Of those 3337 participants, 2710 completed the survey and are counted as respondents. Of those who are not counted as respondents, 26 started the survey without completing and 601 did not start the survey. The overall response rate was 81.21%.

Note: We are unable to provide sample weights for a small number of UAS members (see the Sample and weighting section below for details). If they completed the survey, these members are included in the data set with a weight of zero, but accounted for in the computation of total sample size and survey response rate.%.
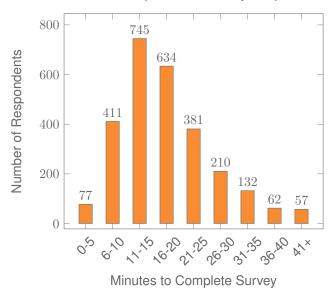
The detailed survey response rate is as follows:

| UAS596 - Response Overview | |
|---|---:|
| Size of selected sample | 3337 |
| Completed the survey | 2710 |
| Started but did not complete the survey | 26 |
| Did not start the survey | 601 |
| Response rate | 81.21% |

## 2.2 Timings

The survey took respondents an average of 19 minutes, and the full distribution of survey response times is available in the figure below. Times per question are available upon request.

Distribution of Respondents' Survey Response Times

| Minutes to Complete Survey | Number of Respondents |
|---|---|
| 0-5 | 77 |
| 6-10 | 411 |
| 11-15 | 745 |
| 16-20 | 634 |
| 21-25 | 381 |
| 26-30 | 210 |
| 31-35 | 132 |
| 36-40 | 62 |
| 41+ | 57 |

## 2.3  Sample & Weighting

Sample weights for this survey are computed following the general UAS Weighting Procedure. Specifically, we use a two-step process where we first compute base weights, which correct for unequal probabilities of sampling UAS members, and then generate final, post-stratification weights, which align the sample to the reference population along certain socio-economic dimensions. These are gender (male/female), race and ethnicity (White/Black/Other/Hispanic/Native American), age (18-39/40-49/50/59/60+), education (High school or less/Some college/Bachelor or more), Census regions (Northeast/Midwest//West, excl. CA/CA, excl. LAC, LAC). Benchmark distributions for these variables are derived from the 6 most recent available Current Population Survey (CPS) Basic Monthly Survey with respect to the survey's completion date. The reference population considered for the weights is the U.S. population of adults age 18 and older.

This survey dataset may contain respondents with a weight of zero. These respondents belong to a small group of UAS members for whom sample weights cannot be computed due to non-probability recruitment for special projects. Hence, while they are accounted for in the total number of survey respondents, they do not contribute to any statistics using sample weights. More information is available from the UAS Weighting Procedure. Please contact UAS staff with any questions.

# 3   STANDARD VARIABLES

Each Understanding America Study data contains a series of standard variables, consisting of individual, household and sample identifiers, language indicator, time stamps and a rating by the respondent of how much he or she liked the survey:

○ **uasid**: the identifier of the respondent. This identifier is assigned to a respondent at recruitment and stays with the respondent throughout each and every survey he/she participates in. When analyzing data from multiple surveys, the 'uasid' can be used to merge data sets.

○ **uashhid**: the household identifier of the respondent. Every member is assigned a household identifier, stored in the variable 'uashhid'. For the primary respondent this identifier equals his or her 'uasid'. All other eligible members of the primary respondent's household (everyone who is 18 or older in the household) who become UAS respondents receive the 'uasid' of the primary respondent as their household identifier. The identifier 'uashhid' remains constant over time for all respondents. Thus it is always possible to find the original UAS household of an UAS panel member (even after they, for example, have moved out to form another household).

○ **survhhid**: uniquely identifies the household a UAS panel member belongs to in a given survey. For instance, if the primary respondent and his/her spouse are both UAS members at the time of a given survey, they both receive the same 'survhhid' identifier for that survey. If they subsequently split, they receive two different 'survhhid' in subsequent surveys. They, however, always share the same 'uashhid'. The identifier 'survhhid' is set to missing (.) if no other household members are UAS panel members at the time of the survey. Since individuals can answer the same survey at different points in time (which can be relatively far apart if the survey is kept in the field for a prolonged time), it may be possible that, within the same data set, household members have different 'survhhid' reflecting different household compositions at the time they answered the survey. For instance, suppose that the primary respondent and his/her spouse are both UAS members. If the primary respondent answers the survey when he/she is living with the spouse, but the spouse answers the survey when the couple has split, they receive different 'survhhid'. Hence, the variable 'survhhid' identifies household membership of UAS panel members, at the time the respondent answers the survey. Note: in the My Household survey 'survhhid' is set to unknown (.u) for respondents who last participated in the My Household survey prior to January 21, 2015.

○ **uasmembers**: is the number of other household members who are also UAS panel members at the time of the survey. Since individuals can answer the same survey at different points in time (which can be relatively far apart is the survey is kept in the field for a prolonged time), it may be possible that, within the same data set, the primary respondent of a household has a value of '0', whereas the second UAS household respondent has a value of '1'. Therefore 'uasmembers' should be interpreted as the

number of household and UAS panel members at the time the respondent answers the survey. Note: in the My Household survey 'uasmembers' is set to unknown (.u) for respondents who last participated in the My Household survey prior to January 21, 2015.

○ **sampleframe**: indicates the sampling frame from which the household of the respondent was recruited. All UAS recruitment is done through address based sampling (ABS) in which samples are acquired based on postal records. Currently, the variable 'sampleframe' takes on four values reflecting four distinct sample frames used by the UAS over the year (in future data sets the number of sample frames used for recruitment may increase if additional specific populations are targeted in future recruitment batches):

1. U.S. National Territory: recruited through ABS within the entire U.S.
2. Areas high concentration Nat Ame: recruited through ABS in areas with a high concentration of Native Americans in the zip-code. Within these batches, individuals who are not Native Americans are not invited to join the UAS.
3. Los Angeles County: recruited through ABS within Los Angeles County.
4. California: recruited through ABS within California.

Note: prior to March 6, 2024 this variable was called sampletype and had the following value labels for the above list in UAS data sets:

1. Nationally Representative Sample: recruited through ABS within the entire U.S.
2. Native Americans: recruited through ABS in areas with a high concentration of Native Americans. Within these batches, individuals who are not Native Americans are not invited to join the UAS.
3. LA County: recruited through ABS within Los Angeles County.
4. California: recruited through ABS within California.

○ **batch**: indicates the batch from which the respondent was recruited. Currently, this variable takes the following values (in future data sets the number of batches may increase as new recruitment batches are added to the UAS):

1. ASDE 2014/01
2. ASDE 2014/01
3. ASDE 2014/01
4. Public records 2015/05
5. MSG 2015/07
6. MSG 2016/01
7. MSG 2016/01
8. MSG 2016/01
9. MSG 2016/02

10. MSG 2016/03
11. MSG 2016/04
12. MSG 2016/05
13. MSG 2016/08
14. MSG 2017/03
15. MSG 2017/11
16. MSG 2018/02
17. MSG 2018/08
18. MSG 2019/04
19. MSG 2019/05
20. MSG 2019/11
21. MSG 2020/08
22. MSG 2020/10
23. MSG 2021/02
24. MSG 2021/08
25. MSG 2021/08
26. MSG 2022/02
27. MSG 2022/02
28. MSG 2022/08
29. MSG 2022/11
30. MSG 2022/11
31. MSG 2023/01
32. MSG 2023/06
33. MSG 2023/09
34. MSG 2023/10
35. MSG 2025/02

Note: prior to March 6, 2024 this variable had the following value labels for the above list in UAS data sets:

1. ASDE 2014/01 Nat.Rep.
2. ASDE 2014/01 Native Am.
3. ASDE 2014/11 Native Am.
4. LA County 2015/05 List Sample
5. MSG 2015/07 Nat.Rep.
6. MSG 2016/01 Nat.Rep. Batch 2

7. MSG 2016/01 Nat.Rep. Batch 3
8. MSG 2016/01 Nat.Rep. Batch 4
9. MSG 2016/02 Nat.Rep. Batch 5
10. MSG 2016/03 Nat.Rep. Batch 6
11. MSG 2016/04 Nat.Rep. Batch 7
12. MSG 2016/05 Nat.Rep. Batch 8
13. MSG 2016/08 LA County Batch 2
14. MSG 2017/03 LA County Batch 3
15. MSG 2017/11 California Batch 1
16. MSG 2018/02 California Batch 2
17. MSG 2018/08 Nat.Rep. Batch 9
18. MSG 2019/04 LA County Batch 4
19. MSG 2019/05 LA County Batch 5
20. MSG 2019/11 Nat. Rep. Batch 10
21. MSG 2020/08 Nat. Rep. Batch 11
22. MSG 2020/10 Nat. Rep. Batch 12
23. MSG 2021/02 Nat. Rep. Batch 13
24. MSG 2021/08 Nat. Rep. Batch 15
25. MSG 2021/08 Nat. Rep. Batch 16
26. MSG 2022/02 Nat. Rep. Batch 17 (priority)
27. MSG 2022/02 Nat. Rep. Batch 17 (regular)
28. MSG 2022/08 Nat. Rep. Batch 18
29. MSG 2022/11 LA County Batch 6
30. MSG 2022/11 Nat. Rep. Batch 20
31. MSG 2023/01 Nat. Rep. Batch 21
32. MSG 2023/06 Nat. Rep. Batch 22
33. MSG 2023-09 Native Am. Batch 3
34. MSG 2023-10 Nat. Rep. Batch 23

○ **primary_respondent**: indicates if the respondent was the first person within the household (i.e. to become a member or whether s/he was added as a subsequent member. A household in this regard is broadly defined as anyone living together with the primary respondent. That is, a household comprises individuals who live together, e.g. as part of a family relationship (like a spouse/child/parent) or in context of some other relationship (like a roommate or tenant).

- **hardware**: indicates whether the respondent ever received hardware or not. Note: this variable should not be used to determine whether a respondent received hardware at a given point in time and/or whether s/he used the hardware to participate in a survey. Rather, it indicates whether hardware was ever provided:

    1. None
    2. Tablet (includes Internet)

- **language**: the language in which the survey was conducted. This variable takes a value of 1 for English and a value of 2 for Spanish.

- **start_date (start_year, start_month, start_day, start_hour, start_min, start_sec)**: indicates the time at which the respondent started the survey.

- **end_date (end_year, end_month, end_day, end_hour, end_min, end_sec)**: indicates the time at which the respondent completed the survey.

- **cs_001**: indicates how interesting the respondent found the survey.

# 4 BACKGROUND DEMOGRAPHICS

Every UAS survey data set includes demographic variables, which provide background information about the respondent and his/her household. Demographic information such as age, ethnicity, education, marital status, work status, state of residence, family structure is elicited every quarter through the "My Household" survey. The demographic variables provided with each survey are taken from the most recent 'MyHousehold' survey answered by the respondent. If at the time of a survey, the information in "My Household" is more than three months old, a respondent is required to check and update his or her information before being able to take the survey.

The following variables are available in each survey data set:

- **gender**: the gender of the respondent.

- **dateofbirth_year**: the year of birth of the respondent.

- **age**: the age of the respondent at the start of the survey.

- **agerange**: if the respondent's age cannot be calculate due to missing information, 'agerange' indicates the approximate age. Should a value for both the 'age' and 'agerange' be present, then 'age' takes precedence over 'agerange'.

- **citizenus**: indicates whether the respondent is a U.S. citizen.

- **bornus**: indicates whether the respondent was born in the U.S.

- **stateborn**: indicates the state in which the respondent was born. This is set to missing (.) if the respondent was not born in the U.S.

- **countryborn**: indicates the country in which the respondent was born. This is set to missing (.) if the respondent was born in the U.S.

- **countryborn_other**: indicates the country of birth if that country is not on the drop down list of countries shown to the respondent'.

- **statereside**: the state in which the respondent is living.

- **immigration_status**: indicates whether the respondent is an immigrant. It takes one of the following values: 0 Non-immigrant, 1 First generation immigrant (immigrant who migrated to the U.S), 2 Second generation immigrant (U.S.-born children of at least one foreign-born parent), 3 Third generation immigrant (U.S.-born children of at least one U.S.-born parent, where at least one grandparent is foreign-born), or 4 Unknown immigrant status.

- **maritalstatus**: the marital status of the respondent.

- **livewithpartner**: indicates whether the respondent lives with a partner.

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- **education**: the highest level of education attained by the respondent.

- **hisplatino**: indicates whether the respondent identifies him or herself as being Hispanic or Latino. This variable is asked separately from race.

- **hisplatinogroup**: indicates which Hispanic or Latino group a respondent identifies him or herself with. This is set to missing (.) if the respondent does not identify him or herself as being Hispanic or Latino.

- **white**: indicates whether the respondent identifies him or herself as white (Caucasian).

- **black**: indicates whether the respondent identifies him or herself as black (African-American).

- **nativeamer**: indicates whether the respondent identifies him or herself as Native American (American Indian or Alaska Native).

- **asian**: indicates whether the respondent identifies him or herself as Asian (Asian-American).

- **pacific**: indicates whether the respondent identifies him or herself as Native Hawaiian or Other Pacific Islander.

- **race**: indicates the race of the respondent as singular (e.g., '1 White' or '2 Black') or as mixed (in case the respondent identifies with two or more races). The value '6 Mixed' that the respondent answered 'Yes' to at least two of the single race categories. This variable is generated based on the values of the different race variables (white, black, nativeamer, asian, pacific). This composite measure is not conditional on hisplatino, so an individual may identify as Hispanic or Latino, and also as a member of one or more racial groups.

- **working**: indicates whether the respondent is working for pay.

- **sick_leave**: indicates whether the respondent is not working because sick or on leave.

- **unemp_layoff**: indicates whether the respondent is unemployed or on lay off.

- **unemp_look**: indicates whether the respondent is unemployed and looking for a job.

- **retired**: indicates whether the respondent is retired.

- **disabled**: indicates whether the respondent has a disability.

- **lf_other**: specifies other labor force status.

- **laborstatus**: indicates the labor force status of the respondent as singular (e.g., '1 Working for pay' or '2 On sick or other leave') or as mixed (in case the respondent selects two or more labor statuses). The value '8 Mixed' indicates that the respondent answered 'Yes' to at least two of the single labor force status variables. This variable is generated based on the values of the different labor status variables (working, sick_leave, unempl_layoff, unempl_look, retired, disabled, lf_other).

- **employmenttype**: indicates the employment type of the respondent (employed by the government, by a private company, a nonprofit organization, or self-employed). This is set to missing (.) if the respondent is not currently working or currently on sick or other leave.

- **workfullpart**: indicates whether the respondent works full or part-time. This is set to missing (.) if the respondent is not currently working or currently on sick or other leave.

- **hourswork**: indicates the number of hours the respondent works per week. This is set to missing (.) if the respondent is not currently working or currently on sick or other leave.

- **hhincome**: is the total combined income of all members of the respondent's household (living in their household) during the past 12 months.

- **anyhhmember**: indicates whether there were any members in the respondent's household at the time he/she answered the survey as reported by the respondent.

- **hhmembernumber**: indicates the number of household members in the respondent's household at the time of the survey as reported by the respondent. It may be that 'anyhhmember' is 'Yes', but 'hhmembernumber' is missing if the respondent did not provide the number of household members at the time of the survey.

- **hhmemberin_#**: indicates whether a household member is currently in the household as reported by the respondent. Household members are never removed from the stored household roster and their information is always included in survey data sets. The order of the roster is the same order in which household members were specified by the respondent in the 'MyHousehold' survey. The order is identified by the suffix _# (e.g., _1 indicates the first household member, _2 the second household member, etc.).

  As an example, if the first household member is in the household at the time of the survey, 'hhmemberin_1' is set to '1 HH Member 1 is in the HH'; if he/she has moved out, 'hhmemberin_1' is set to '0 HH member 1 is no longer in the HH'. Since information of other household members (stored in the variables listed below) is always included in survey data sets, information about 'hhmemberin_1' is available whether this person is still in the household or has moved out.

- **hhmembergen_#**: indicates the gender of another household member as reported by the respondent.

- **hhmemberage_#**: indicates the age of another household member. The age is derived from the month and year of birth of the household member as reported by the respondent.

- **hhmemberrel_#**: indicates the relationship of the respondent to the other household member as reported by the respondent.

○ **hhmemberuasid_#**: is the 'uasid' of the other household member if this person is also a UAS panel member. It is set to missing (.) if this person is not a UAS panel member at the time of the survey. Since this identifier is directly reported by the respondent (chosen from a preloaded list), it may differ from the actual (correct) 'uasid' of the UAS member it refers to because of reporting error. Also, this variable should not be used to identify UAS members in a given household at the time of the survey. This is because the variables 'hhmemberuasid_#' are taken from the most recent 'My Household' and changes in household composition involving UAS members may have occurred between the time of the respondent answered 'My Household' and the time the respondent answers the survey. To follow UAS members of a given household, it is advised to use the identifiers 'uashhid' and 'survhhid'.

○ **lastmyhh_date**: the date on which the demographics variables were collected through the 'My Household' survey.

In addition, data sets created after May 8, 2025 include an urbanicity variable. It is based on panel members' current census tract of residence and the 2010 Rural-Urban Commuting Area (RUCA) codes released by the US Department of Agriculture's Economic Research Service. To preserve confidentiality, the UAS collapses the 10 primary RUCA codes to 4 levels: Metropolitan, Micropolitan, Small/Rural, and Unknown. The Metropolitan level corresponds to primary RUCA codes 1-3, the Micropolitian level corresponds to RUCA codes 4-6, and the Small/Rural UAS classification corresponds to RUCA codes 7-10.

For detailed information and definitions of the 10 primary RUCA codes, please visit the USDA ERS Rural-Urban Commuting Area Codes site. Surveys conducted completely prior to May 8, 2025 will have an urbanicity data set available on request.

# 5  MISSING DATA CONVENTIONS

Data files provide so-called clean data, that is, answers given to questions that are not applicable anymore at survey completion (for example because a respondent went back in the survey and skipped over a previously answered question) are treated as if the questions were never asked. In the data files all questions that were asked, but not answered by the respondent are marked with (.e). All questions never seen by the respondent (or any dirty data) are marked with (.a). The latter may mean that a respondent did not view the question because s/he skipped over it; or alternatively that s/he never reached that question due to a break off. If a respondent did not complete a survey, the variables representing survey end date and time are marked with (.c). Household member variables are marked with (.m) if the respondent has less household members (e.g. if the number of household members is 2, any variables for household member 3 and up are marked with (.m).

UAS provides data in STATA and CSV format. Stata data sets come with include variable labels that are not available in the CSV files. Value labels are provided for single-response answer option. In STATA these labels will include the labels 'Not asked' and 'Not answered' for (.a) and (.e), and will show in tabulations such as 'tab q1, missing'. For multiple-response questions a binary variable is created for each answer option indicating whether the option was selected or not. A summary variable is also provided in string format reflecting which options were selected and in which order. For example, if a question asked about favorite animals with options cat, dog, and horse, then if a respondent selected horse and then cat, the binary variables for horse and cat will be set to yes, while the overall variable would have a string value of '3-1'. If no answer was given, all binary variables and the summary variable will be marked with '.e'.

Questions that are asked multiple times are often implemented as so-called array questions. Supposing the name of such question was Q1 and it was asked in 6 different instances, your data set would contain the variables Q1_1_ to Q1_6_. To illustrate, if a survey asked the names of all children, then child_1_ would contain the name of the first child the respondent named and so on.

More information about the UAS data in general can be found on the UAS Data Pages web site.

# 6   ROUTING SYNTAX

The survey with routing presented in the next section includes all of the questions that make up this survey, the question answers when choices were provided, and the question routing. The routing includes descriptions of when questions are grouped, conditional logic that determines when questions are presented to the respondent, randomization of questions and answers, and fills of answers from one question to another.

If you are unfamiliar with conditional logic statements, they are typically formatted so that *if* the respondent fulfills some condition (e.g. they have a cellphone or a checking account), *then* they are presented with some other question or the value of some variable is changed. If the respondent does not fulfill the condition (e.g. they are not a cellphone adopter or they do not have a checking account), something *else* happens such as skipping the next question or changing the variable to some other value. Some of the logic involved in the randomization of questions or answers being presented to the respondent is quite complex, and in these instances there is documentation to clarify the process being represented by the routing.

Because logic syntax standards vary, here is a brief introduction to our syntax standards. The syntax used in the conditional statements is as follows: '=' is equal to, '$<$' is less than, '$>$' is greater than, and '!=' is used for does not equal. When a variable is set to some number N, the statement looks like 'variable := N'.

The formatting of the questions and routing are designed to make it easier to interpret what is occurring at any given point in the survey. Question ID is the bold text at the top of a question block, followed by the question text and the answer selections. When a question or variable has associated data, the name links to the appropriate data page, so you can easily get directly to the data. Text color is used to indicate the routing: red is conditional logic, gold is question grouping, green is looping, and orange is used to document randomization and other complex conditional logic processes. The routing is written for a computer to parse rather than a human to read, so when the routing diverges significantly from what is displayed to the respondent, a screenshot of what the respondent saw is included.

The name of the randomization variables are defined in proximity to where they are put into play, and like the question ID the names of the randomization variables can be used to link directly to the associated data page.

# 7   SURVEY WITH ROUTING

**maintro** (Section Current)
*In this survey you will be asked to answer some questions about financial knowledge, financial decisions, and preparedness for financial shocks and retirement.*

**cu001** (how satisfied current financial situation in section Current)
Overall, how satisfied are you with your current financial situation?
1 Extremely satisfied
2 Very satisfied
3 Somewhat satisfied
4 Not very satisfied
5 Not at all satisfied
98 Don't know

**cu002** (more or less satisfied financial situation compared to 2023 in section Current)
Compared to Spring a year ago (2023), are you more satisfied or less satisfied with your current financial situation?
1 Much more satisfied
2 More satisfied
3 About the same
4 Less satisfied
5 Much less satisfied
98 Don't know

**cu003** (confident cope with no labor earnings for next 3 months in section Current)
How confident are you that you could cope if you did not have any labor earnings for the next 3 months?
1 I am certain I could cope
2 I could probably cope
3 I probably could not cope
4 I am certain I could not cope
98 Don't know

**cu004** (confident come up with $ unexpected need in section Current)
How confident are you that you could come up with $2,000 if an unexpected need arose within the next month?
1 I am certain I could come up with the full $2,000
2 I could probably come up with $2,000
3 I could probably not come up with $2,000
4 I am certain I could not come up with $2,000

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98 Don't know

**cu005** (how difficult to cover expenses and bills currently in section Current)
How difficult is it for you to cover your expenses and pay all your bills right now?
1 Extremely difficult
2 Very difficult
3 Somewhat difficult
4 Not very difficult
5 Not at all difficult
98 Don't know

**cu006** (satisfaction with managing finances in section Current)
How satisfied are you with the way you handle your day-to-day finances?
1 Extremely satisfied
2 Very satisfied
3 Somewhat satisfied
4 Not very satisfied
5 Not at all satisfied
98 Don't know

**cu007** (interest versus inflation rate in section Current)
In the past six months, did you compare the interest rate you earned on your savings with the inflation rate?
1 No
2 Yes, but only sometimes
3 Yes, I follow it closely
4 I have no savings
98 Don't know

End of section **Current**

Start of section **Retirement**

**re_intro** (Section Retirement)
*The following questions ask about your retirement plans.*

**re003** (ever tried to figure out how much needed for retirement in section Retirement)
Have you ever tried to figure out how much you need to save for retirement?
1 Yes
2 No
98 Don't know

**re001** (currently retired in section Retirement)
Are your currently retired?
1 Yes

2 No
98 Don't know

Start of section **Concepts**

**cn_intro** (Section Concepts)
*Please answer these short questions related to personal finance concepts.*

**cn001** (overall financial knowledge in section Concepts)
On a scale from 1 to 7, how would you assess your overall financial knowledge?

1 1 Very low
2 2
3 3
4 4
5 5
6 6
7 7 Very high
98 Don't know

GROUP OF QUESTIONS PRESENTED ON THE SAME SCREEN

**cn002_scale** (assessment of parents' understanding of financial matters- -scale in section Concepts)
How would you assess your parents' understanding of financial matters during their prime working years, i.e., when they were 40-60 years old?

Please refer to the parent that is (or was) mostly responsible for major financial decisions (on a 7-point scale: 1 means very low and 7 means very high).

1 1 Very low
2 2
3 3
4 4
5 5
6 6
7 7 Very high

**cn002_DK** (assessment of parents' understanding of financial matters- -DK/NA in section Concepts)

98 Don't know

99 Not applicable, I did not have parents while growing up

**emptymsg** (Section Concepts)
Your responses are very important to us. Please choose an option from the scale or select Don't know.

**DEC001script** (Section Concepts)

END OF GROUP

IF cn002_DK = 98 OR cn002_DK = 99 THEN
  cn002 := cn002_DK
ELSE
  cn002 := cn002_scale
END OF IF

**cn003** (older sibling in section Concepts)
Do you or did you have older siblings when you were growing up?
1 Yes
2 No
98 Don't know

IF cn003 = 1 THEN
  **cn004** (age difference in section Concepts)
  How much older was your oldest sibling than you?
  RANGE 0..75

  **cn005** (oldest sibling financial situation in section Concepts)
  As an adult, would you say that your oldest sibling was in worse, better, or about the same financial condition as you?
  1 Worse
  2 Better
  3 About the same
  98 Don't know
END OF IF

**cn006** (ever participated in financial education class in section Concepts)
Did you ever participate in a financial education class or program offered in high school or college, in the workplace, or by an organization or institution where you lived or worked?
1 Yes
2 No, was offered one but I did not participate
3 No, I was never offered one
98 Don't know

**cn007** ($100 after 5 years in section Concepts)
Suppose you had $100 in a savings account and the interest rate was 2% per year. After 5 years, how much do you think you would have in the account if you left the money to grow?
1 More than $102
2 Exactly $102
3 Less than $102
98 Don't know

**cn008** (loan amount owed in section Concepts)
Suppose you owe $1,000 on a loan and the interest rate you are charged is 20% per year compounded annually. If you didn't pay anything off, at this interest rate, how many years would it take for the amount you owe to double?
1 Less than 2 years
2 At least 2 years but less than 5 years
3 At least 5 years but less than 10 years
4 At least 10 years
98 Don't know

**cn009** (single stock safer return than mutual fund in section Concepts)
Buying a single company's stock usually provides a safer return than a stock mutual fund.
1 True
2 False
98 Don't know

**cn010** (savings account amount after interest in section Concepts)
Imagine that the interest rate on your savings account was 1% per year and inflation was 2% per year. After 1 year, how much would you be able to buy with the money in this account?
1 More than today
2 Exactly the same
3 Less than today
98 Don't know

**cn011** (chance of rain in section Concepts)
Which of the following indicates the highest chance that rain will occur?
1 There is a one-in-three chance that it will rain
2 It will rain with a 3% likelihood
3 In 30 out of 1,000 scenarios it will rain
98 Don't know

End of section **Concepts**

Start of section **Scenarios**

**sc_intro** (Section Scenarios)

*Next, we turn to some scenario-based and knowledge questions.*

/* Respondents to this survey that also participated in UAS 378 receive the same treatment in this survey as denoted by variable bh_randomizer. If the preload of the treatment was not successful (per variable bh_randomizer_flag) OR the respondent did not participate in UAS 378, a treatment is randomly selected. */

IF bh_randomizer = EMPTY THEN
 bh_randomizer := getUAS378Preload("bh_randomizer")

 IF bh_randomizer = EMPTY THEN
  bh_randomizer := mt_rand(1,4)
  bh_randomizer_flag := 2
 ELSE
  bh_randomizer_flag := 1
 END OF IF
END OF IF

IF bh_randomizer = 1 THEN
 **sc001** (jack or jill more money in savings account in section Scenarios)
 Consider the following scenario: Jack and Jill are twins. At age 20, Jack started contributing $20 a month to a savings account. After 20 years, when he was age 40, he stopped adding to his savings but left the money in the account. Jill didn't start to save until she was 40. Then, she saved $20 a month until she retired 20 years later at age 60. Suppose both Jack and Jill earned a 6% return each year on their savings. When they both retired at age 60, who had more money? Select one choice.
 1 Jack
 2 Jill
 3 They had the same amount
 98 Don't know

 **sc004** (how many times investment amount doubled in section Scenarios)
 Mary put away $1,000 at age 25 after finishing her Master's degree and she promised not to touch it for many years. She invested it in a stock mutual fund which had an annual return of 7%. She is now 55 years old. How many times did her initial amount double, since she invested at age 25? Select one choice.
 1 2 times
 2 3 times
 3 10 times
 98 Don't know

 **sc002** (which investment strategy recommend in section Scenarios)
 Suppose you are a member of a stock investment club. This year, the club has about $200,000 to invest in stocks and the members prefer not to take a lot of risk. Which of the

following strategies would you recommend to your fellow members? Select one choice.
1 Put all of the money in one stock
2 Put all of the money in two stocks
3 Put all of the money equally divided in 100 large firms in the United States
98 Don't know

**sc003** (job offer choice in section Scenarios)
Rita must choose between two job offers. She wants to select the job paying a salary that will provide her with a higher standard of living for the next few years. Job A offers a 3% raise every year, while Job B won't give her a raise for the next few years. If Rita chooses Job A, she will live in City A. If Rita chooses Job B, she will live in City B. Rita finds that the price of goods and services today are about the same in both areas. Prices are expected to rise, however, by 4% in City A every year, and stay the same in City B. JobRaise every yearCityExpected increase in pricesA3%A4%BStay the sameBStay the sameBased on her concerns about her standard of living, what should Rita do? Select one:
1 Take Job A
2 Take Job B
3 Take either one: she will be able to afford the same future standard of living in both places
98 Don't know

**sc_intro2** (Section Scenarios)
*Please choose whether the following statements are true or false.*

**sc007** (Compound in section Scenarios)
Compound interest refers to interest earned on the initial amount invested plus accumulated interest.
1 True
2 False
3 Don't know

**sc008** (knowledge 2 group 1, Rule of 72 in section Scenarios)
The Rule of 72 is a simple way to estimate how long it takes for your money to double: Simply divide 72 by the interest rate you can earn on the money.
1 True
2 False
3 Don't know

**sc009** (Portfolio in section Scenarios)
It is usually possible to reduce the risk of investing in the stock market by buying a wide range of stocks and shares.
1 True
2 False

3 Don't know

**sc010** (Inflation in section Scenarios)
If the inflation rate was 4% last year, this means that overall prices rose by 4% last year.
1 True
2 False
3 Don't know

ELSEIF bh_randomizer = 2 THEN
**sc002** (which investment strategy recommend in section Scenarios)
Suppose you are a member of a stock investment club. This year, the club has about $200,000 to invest in stocks and the members prefer not to take a lot of risk. Which of the following strategies would you recommend to your fellow members? Select one choice.
1 Put all of the money in one stock
2 Put all of the money in two stocks
3 Put all of the money equally divided in 100 large firms in the United States
98 Don't know

**sc006** (how invest bonus in section Scenarios)
Imagine that you've been with NewTech Inc. for the past ten years and just got a $5,000 bonus, since the company is doing so well. You're thinking about investing it in the stock market. You never invested before but want to use this bonus to start saving for retirement. Which should you choose? Select one choice.
1 Invest in NewTech Inc. as you love working with the firm and see first-hand that the business is doing very well
2 Invest in a technology index fund that tracks the performance of 340 technology stocks
3 Invest in a diverse fund that holds shares of companies across the energy, financial services, health care, leisure, and technology sector
98 Don't know

**sc001** (jack or jill more money in savings account in section Scenarios)
Consider the following scenario: Jack and Jill are twins. At age 20, Jack started contributing $20 a month to a savings account. After 20 years, when he was age 40, he stopped adding to his savings but left the money in the account. Jill didn't start to save until she was 40. Then, she saved $20 a month until she retired 20 years later at age 60. Suppose both Jack and Jill earned a 6% return each year on their savings. When they both retired at age 60, who had more money? Select one choice.
1 Jack
2 Jill
3 They had the same amount
98 Don't know

**sc003** (job offer choice in section Scenarios)
Rita must choose between two job offers. She wants to select the job paying a salary that will provide her with a higher standard of living for the next few years. Job A offers a 3% raise every year, while Job B won't give her a raise for the next few years. If Rita

chooses Job A, she will live in City A. If Rita chooses Job B, she will live in City B. Rita finds that the price of goods and services today are about the same in both areas. Prices are expected to rise, however, by 4% in City A every year, and stay the same in City B. JobRaise every yearCityExpected increase in pricesA3%A4%BStay the sameBStay the sameBased on her concerns about her standard of living, what should Rita do? Select one:

1 Take Job A

2 Take Job B

3 Take either one: she will be able to afford the same future standard of living in both places

98 Don't know

**sc_intro2** (Section Scenarios)
*Please choose whether the following statements are true or false.*

**sc009** (Portfolio in section Scenarios)
It is usually possible to reduce the risk of investing in the stock market by buying a wide range of stocks and shares.

1 True

2 False

3 Don't know

**sc011** (Risk Return in section Scenarios)
An investment with a higher expected return is likely to be lower risk.

1 True

2 False

3 Don't know

**sc007** (Compound in section Scenarios)
Compound interest refers to interest earned on the initial amount invested plus accumulated interest.

1 True

2 False

3 Don't know

**sc010** (Inflation in section Scenarios)
If the inflation rate was 4% last year, this means that overall prices rose by 4% last year.

1 True

2 False

3 Don't know

ELSEIF bh_randomizer = 3 THEN

**sc003** (job offer choice in section Scenarios)
Rita must choose between two job offers. She wants to select the job paying a salary that will provide her with a higher standard of living for the next few years. Job A offers a 3% raise every year, while Job B won't give her a raise for the next few years. If Rita

25

chooses Job A, she will live in City A. If Rita chooses Job B, she will live in City B. Rita finds that the price of goods and services today are about the same in both areas. Prices are expected to rise, however, by 4% in City A every year, and stay the same in City B. JobRaise every yearCityExpected increase in pricesA3%A4%BStay the sameBStay the sameBased on her concerns about her standard of living, what should Rita do?  Select one:

1 Take Job A
2 Take Job B
3 Take either one: she will be able to afford the same future standard of living in both places
98 Don't know

**sc005** (friend wrong or right investment advice in section Scenarios)
Adele is 50 years old and is discussing three investment opportunities with a friend. She has already put aside a good sum of money and wants to invest it for the next 10 years, after that she will take early retirement and move to Florida. She wants to play it safe, so she could invest in a) a saving account that pays 1% per year, b) a T-bill that pays 1.5% per year, or c) a certificate of deposit that pays 2% per year. The current inflation rate is 2.5% and expected to stay at that level.  Her friend tells her that if she invests this way, she will not be able to buy the same things she can afford today with the money she will have in 10 years. Which of the following is correct?

1 Her friend is right
2 Her friend is wrong
3 We cannot tell with this information
98 Don't know

**sc001** (jack or jill more money in savings account in section Scenarios)
Consider the following scenario:  Jack and Jill are twins.   At age 20, Jack started contributing $20 a month to a savings account. After 20 years, when he was age 40, he stopped adding to his savings but left the money in the account.  Jill didn't start to save until she was 40. Then, she saved $20 a month until she retired 20 years later at age 60. Suppose both Jack and Jill earned a 6% return each year on their savings.  When they both retired at age 60, who had more money? Select one choice.

1 Jack
2 Jill
3 They had the same amount
98 Don't know

**sc002** (which investment strategy recommend in section Scenarios)
Suppose you are a member of a stock investment club.  This year, the club has about $200,000 to invest in stocks and the members prefer not to take a lot of risk. Which of the following strategies would you recommend to your fellow members? Select one choice.

1 Put all of the money in one stock
2 Put all of the money in two stocks
3 Put all of the money equally divided in 100 large firms in the United States

98 Don't know

**sc_intro2** (Section Scenarios)
*Please choose whether the following statements are true or false.*

**sc010** (Inflation in section Scenarios)
If the inflation rate was 4% last year, this means that overall prices rose by 4% last year.
1 True
2 False
3 Don't know

**sc012** (Cost of living in section Scenarios)
High inflation means that the cost of living is falling rapidly.
1 True
2 False
3 Don't know

**sc007** (Compound in section Scenarios)
Compound interest refers to interest earned on the initial amount invested plus accumulated interest.
1 True
2 False
3 Don't know

**sc009** (Portfolio in section Scenarios)
It is usually possible to reduce the risk of investing in the stock market by buying a wide range of stocks and shares.
1 True
2 False
3 Don't know

ELSEIF bh_randomizer = 4 THEN

**sc001** (jack or jill more money in savings account in section Scenarios)
Consider the following scenario: Jack and Jill are twins. At age 20, Jack started contributing $20 a month to a savings account. After 20 years, when he was age 40, he stopped adding to his savings but left the money in the account. Jill didn't start to save until she was 40. Then, she saved $20 a month until she retired 20 years later at age 60. Suppose both Jack and Jill earned a 6% return each year on their savings. When they both retired at age 60, who had more money? Select one choice.
1 Jack
2 Jill
3 They had the same amount
98 Don't know

**sc004** (how many times investment amount doubled in section Scenarios)
Mary put away $1,000 at age 25 after finishing her Master's degree and she promised

not to touch it for many years. She invested it in a stock mutual fund which had an annual return of 7%. She is now 55 years old. How many times did her initial amount double, since she invested at age 25? Select one choice.
1 2 times
2 3 times
3 10 times
98 Don't know

**sc002** (which investment strategy recommend in section Scenarios)
Suppose you are a member of a stock investment club. This year, the club has about $200,000 to invest in stocks and the members prefer not to take a lot of risk. Which of the following strategies would you recommend to your fellow members? Select one choice.
1 Put all of the money in one stock
2 Put all of the money in two stocks
3 Put all of the money equally divided in 100 large firms in the United States
98 Don't know

**sc006** (how invest bonus in section Scenarios)
Imagine that you've been with NewTech Inc. for the past ten years and just got a $5,000 bonus, since the company is doing so well. You're thinking about investing it in the stock market. You never invested before but want to use this bonus to start saving for retirement. Which should you choose? Select one choice.
1 Invest in NewTech Inc. as you love working with the firm and see first-hand that the business is doing very well
2 Invest in a technology index fund that tracks the performance of 340 technology stocks
3 Invest in a diverse fund that holds shares of companies across the energy, financial services, health care, leisure, and technology sector
98 Don't know

**sc003** (job offer choice in section Scenarios)
Rita must choose between two job offers. She wants to select the job paying a salary that will provide her with a higher standard of living for the next few years. Job A offers a 3% raise every year, while Job B won't give her a raise for the next few years. If Rita chooses Job A, she will live in City A. If Rita chooses Job B, she will live in City B. Rita finds that the price of goods and services today are about the same in both areas. Prices are expected to rise, however, by 4% in City A every year, and stay the same in City B.
JobRaise every yearCityExpected increase in pricesA3%A4%BStay the sameBStay the sameBased on her concerns about her standard of living, what should Rita do? Select one:
1 Take Job A
2 Take Job B
3 Take either one: she will be able to afford the same future standard of living in both places
98 Don't know

**sc005** (friend wrong or right investment advice in section Scenarios)
Adele is 50 years old and is discussing three investment opportunities with a friend. She has already put aside a good sum of money and wants to invest it for the next 10 years, after that she will take early retirement and move to Florida. She wants to play it safe, so she could invest in a) a saving account that pays 1% per year, b) a T-bill that pays 1.5% per year, or c) a certificate of deposit that pays 2% per year. The current inflation rate is 2.5% and expected to stay at that level. Her friend tells her that if she invests this way, she will not be able to buy the same things she can afford today with the money she will have in 10 years. Which of the following is correct?
1 Her friend is right
2 Her friend is wrong
3 We cannot tell with this information
98 Don't know

**sc_intro2** (Section Scenarios)
*Please choose whether the following statements are true or false.*

**sc007** (Compound in section Scenarios)
Compound interest refers to interest earned on the initial amount invested plus accumulated interest.
1 True
2 False
3 Don't know

**sc008** (knowledge 2 group 1, Rule of 72 in section Scenarios)
The Rule of 72 is a simple way to estimate how long it takes for your money to double: Simply divide 72 by the interest rate you can earn on the money.
1 True
2 False
3 Don't know

**sc009** (Portfolio in section Scenarios)
It is usually possible to reduce the risk of investing in the stock market by buying a wide range of stocks and shares.
1 True
2 False
3 Don't know

**sc011** (Risk Return in section Scenarios)
An investment with a higher expected return is likely to be lower risk.
1 True
2 False
3 Don't know

**sc010** (Inflation in section Scenarios)

If the inflation rate was 4% last year, this means that overall prices rose by 4% last year.
1 True
2 False
3 Don't know

**sc012** (Cost of living in section Scenarios)
High inflation means that the cost of living is falling rapidly.
1 True
2 False
3 Don't know
END OF IF

End of section **Scenarios**

Start of section **Debt**

**de_intro** (Section Debt)
*For the next questions, think about all of your household's current debts, including mort-gages, bank loans, student loans, money owed to people, medical debt, past-due bills, and credit card balances that are carried from prior months.*

**de001** (how manageale current household debt in section Debt)
As of today, which of the following statements describes how manageable your household debt is?
1 Have a manageable amount of debt
2 Have a bit more debt than is manageable
3 Have much more debt than is manageable
4 Have no debt
98 Don't know

IF de001 = RESPONSE AND de001 != 4 THEN
  **de002** (debt delayed or prevent medical treatment in section Debt)
  Has this debt delayed or prevented you from receiving medical treatment (including filling prescriptions)?
  1 Yes
  2 No
  98 Don't know
END OF IF

End of section **Debt**

Start of section **Spending**

**sp_intro** (Section Spending)

*The next set of questions are about your spending and your experience with financial decision making.*

**sp001** (how often keep track actual spending in section Spending)
How often do you keep track of your actual spending? Would you say:
1 Always
2 Mostly
3 Rarely
4 Never
98 Don't know

**sp002** (household normally plans ahead financially. in section Spending)
How strongly do you agree or disagree with the following statement? "My household normally plans ahead financially."
1 Agree completely
2 Agree somewhat
3 Neither agree nor disagree
4 Disagree somewhat
5 Disagree completely
98 Don't know

**sp003** (concerned that money won't last for life in section Spending)
How strongly do you agree or disagree with the following statement? "I am concerned that the money I have, or will have access to, won't last for the rest of my life."
1 Agree completely
2 Agree somewhat
3 Neither agree nor disagree
4 Disagree somewhat
5 Disagree completely
98 Don't know

**sp004** (thinking finances makes anxious in section Spending)
How strongly do you agree or disagree with the following statement? "Thinking about my personal finances can make me feel anxious."
1 Agree completely
2 Agree somewhat
3 Neither agree nor disagree
4 Disagree somewhat
5 Disagree completely
98 Don't know

**sp005** (how many hours spent per week thinking about finances in section Spending)
How much time do you currently spend thinking about and dealing with issues and problems related to your personal finances? Please report approximate hours per week.

RANGE 0..168

IF bh_randomizer = 1 THEN

**int_intro** (Section Intervention)
*Next we will ask you to read a short story. Carefully read the story and once you are done, you will be asked to answer a few questions.*

**story1_part1** (Section Intervention)
Dave and Michelle, two 25-year olds, recently got married. They received $5,000 in cash as wedding presents and needed to decide what to do with the money. The answer wasn't immediately clear.

Looking over their finances didn't take long because they didn't have much money, especially since Michelle's job at the time was only an internship. The two of them didn't generally think of themselves as planners and, at first, it seemed pointless to even consider investing for the long term. Dave suggested not investing right away and instead waiting until they had better jobs and made more money.

But Michelle told Dave about the Rule of 72. This rule approximates how many years it takes for an investment to double at a given annual rate of return. The formula is simple, as she explained: "Just divide 72 by the annual return and you'll get the number of years it will take for your money to double."

(IWER: <u>Rule of 72</u>
**72 / annual rate of return = years for your money to double**
It will take...

**72 years** for your money to double if you earn a return of 1% (72 / 1 = 72)
**24 years** for your money to double if you earn a return of 3% (72 / 3 = 24)
**12 years** for your money to double if you earn a return of 6% (72 / 6 = 12)
**7.2 years** for your money to double if you earn a return of 10% (72 / 10 = 7.2))
She noted that, with a 7% return, it would take about 10 years for their investment to double. At first, Dave wondered whether they could earn such a high return: 7% is a lot! But Michelle pointed out that they would be investing for the long term, and a diversified portfolio of stocks could yield returns in that range (even if it could go up or down).

**story1_part2** (Section Intervention)
This simple rule helped Michelle figure out that at a 7% annual return, the original $5,000 would grow to a whopping $160,000 by the time she and Dave turned age 75. When Michelle first pointed this out to Dave, he thought something had to be wrong with Michelle's calculation. But, as she explained, the money grows because returns are

compounded over time. In other words, all of the money including the earned return, gets reinvested every year, so that over the long term, there's some serious build-up! (IWER: **Let's do the math!**

If Dave and Michelle earned a 7% annual return, their investment would approximately double every 10 years.

If they invested **$5,000** when they were **25 years old**, then:
by age 35, it would double to about:$10,000which would double again by age 45 to about:$20,000which would double again by age 55 to about:$40,000which would double again by age 65 to about:$80,000which would double again by **age 75** to about:**$160,000**)If they invested $5,000 when they were 25 years old, then: by age 35, it would double to about: $10,000 which would double again by age 45 to about: $20,000 which would double again by age 55 to about: $40,000 which would double again by age 65 to about: $80,000 which would double again by age 75 to about: $160,000) If Michelle and Dave waited until they were 55 years old to invest the $5,000 and earned the same 7% return, they would end up with about $20,000 by the time they were 75. And while $20,000 would be nice, the $160,000 they'd have if they invested starting right away would be even nicer!

Dave and Michelle decided to invest their $5,000 right away, giving it more time to grow. When their friends and family gave them $5,000, they never imagined it could turn into six figures. The young couple now understands that knowing more about compound interest and the Rule of 72 will be important for their future. Investing the money right away was the best wedding gift they could have given themselves!

**int001_noback** (who earns more money in section Intervention)
Anna and Jessica are twins. At age 20, Jessica started contributing $20 a month to a savings account. After 20 years, when she was age 40, she stopped adding to her savings but she left the money in the account. Anna didn't start to save until she was 40. Then, she saved $20 a month until she retired 20 years later at age 60. Suppose both Anna and Jessica earned a 6% return each year on their savings. When they both retired at age 60, who had more money? Select one choice.
1 Anna
2 Jessica
3 They had the same amount
98 Don't know

int001 := int001_noback

**int004** (how many times amount doubled in section Intervention)
Jason inherited a $1,000 at age 35 from his grandparents and promised to save it for his retirement. He invested it in a stock mutual fund with an annual return of 7%. He is now 65 years old. How many times did his initial amount double since he invested at age 35? Select one choice.

1 2 times
2 3 times
3 10 times
98 Don't know

**int002** (investment stocks advice in section Intervention)
Suppose you are advising an old friend who wants to invest $50,000 in stocks, but he prefers not to take a lot of risk. Which of the following strategies would you recommend to your friend? Select one choice.
1 Put all of the money in one stock
2 Put all of the money in two stocks
3 Put all of the money equally divided in 100 large firms in the United States
98 Don't know

**int003** (which job choose in section Intervention)
Jacob has two job offers to choose from and he wants to select the job paying a salary that will provide him with a higher standard of living for the next few years. Job A offers a 3% raise every year, while Job B will not provide a raise for the next few years. If Jacob chooses Job A, he will live in City A. If Jacob chooses Job B, he will live in City B. Jacob finds that the price of goods and services today are about the same in both areas. Prices are expected to rise, however, by 4% in City A every year, and stay the same in City B. JobRaise every yearCityExpected increase in pricesA3%A4%BStay the sameBStay the sameBased on his concerns about his standard of living, what should Jacob do? Select one:
1 Take Job A
2 Take Job B
3 Take either one: he will be able to afford the same future standard of living in both places
98 Don't know

**int_cn007** ($100 after 5 years post intervention in section Intervention)
Suppose you had $100 in a savings account and the interest rate was 2% per year. After 5 years, how much do you think you would have in the account if you left the money to grow?
1 More than $102
2 Exactly $102
3 Less than $102
98 Don't know

**int_cn008** (loan amount owed post intervention in section Intervention)
Suppose you owe $1,000 on a loan and the interest rate you are charged is 20% per year compounded annually. If you didn't pay anything off, at this interest rate, how many years would it take for the amount you owe to double?
1 Less than 2 years
2 At least 2 years but less than 5 years

3 At least 5 years but less than 10 years
4 At least 10 years
98 Don't know

**int_sc007** (Compound post intervention in section Intervention)
Compound interest refers to interest earned on the initial amount invested plus accumulated interest.
1 True
2 False
3 Don't know

**int_sc008** (knowledge 2 group 1, Rule of 72 post intervention in section Intervention)
The Rule of 72 is a simple way to estimate how long it takes for your money to double: Simply divide 72 by the interest rate you can earn on the money.
1 True
2 False
3 Don't know

**int_sc009** (Portfolio post intervention in section Intervention)
It is usually possible to reduce the risk of investing in the stock market by buying a wide range of stocks and shares.
1 True
2 False
3 Don't know

**int_sc010** (Inflation post intervention in section Intervention)
If the inflation rate was 4% last year, this means that overall prices rose by 4% last year.
1 True
2 False
3 Don't know

ELSEIF bh_randomizer = 2 THEN

**int_intro** (Section Intervention)
*Next we will ask you to read a short story. Carefully read the story and once you are done, you will be asked to answer a few questions.*

**story2_part1** (Section Intervention)
Kate and her husband Sam are discussing what they could do with some money they recently got from selling their car. Kate suggests that they could invest it in the stock market to get a higher return, compared to what they would get from just putting it in a bank account.

At first, Sam didn't understand why just putting money somewhere safe isn't good enough. But Kate reminded him that, when they invested for the long term, they needed to take some risk. Otherwise, there's no way to make their money grow, because

the average amount of money an investment earns over the long run is related to the riskiness of the investment. Riskier investments tend to earn higher returns, while less risky investments earn lower returns. But that doesn't necessarily mean that riskier investments are better, since riskier investments also stand a chance of losing money. In other words, there's a trade-off between risk and return.

Kate explained to Sam that every type of investment has some degree of risk. At the same time, he wants to avoid a total wipeout and losing everything he owns all at once. For example, if he owned stock in just one company, then he's relying on the performance of just that one company. If it went bankrupt or even just lost money, his investment would be affected, too. As Kate explained, "that's why it's important to invest in a mix of assets and not put all your money in one place."

**story2_part2** (Section Intervention)
Next, Sam told Kate that he was thinking about investing in the company where he works, since the company's growing and Sam is confident it's doing well. Kate wonders if he's been listening to her at all! She tells him that the whole point of putting his money in several different companies is that, if something unexpectedly bad happened to one of them, he'll be cushioned to a certain degree. But if Sam invested only in the company where he worked and that company tanked, both his job and his investments would be in trouble. That's where not putting all your eggs in one basket comes in: you shouldn't have your investments and your job tied to the same company, and you shouldn't have all of your money invested in one company. Instead, spread it around.

Kate asked Sam to think about the following scenario: What if he invested in several different companies that all manufactured umbrellas, and all of a sudden, the value of umbrellas crashed? That might sound unlikely, but think about when the tech bubble burst or when the real estate market collapsed. Therefore, it's smart to invest in many different kinds of companies. Basically, you want the ups and downs of each investment to be as unrelated to other investments as possible, so that if some do badly, others will offset those losses.

Sam realized that he now understood the saying "don't put all your eggs in one basket" when it comes to investments. Learning this rule, he now sees, will be important for his financial future.

**int002_noback** (investment stocks advice in section Intervention)
Suppose you are advising an old friend who wants to invest $50,000 in stocks, but he prefers not to take a lot of risk. Which of the following strategies would you recommend to your friend? Select one choice.
1 Put all of the money in one stock
2 Put all of the money in two stocks
3 Put all of the money equally divided in 100 large firms in the United States
98 Don't know

int002 := int002_noback

**int006** (investment advice for bonus in section Intervention)
Imagine your spouse just got a $5,000 bonus from AllWell Inc., the company she works for, because she helped develop a new drug that she believes will be very useful. She is thinking about investing the bonus in the stock market to help build her retirement account, but she has never invested before. Which option would you recommend to her? Select one choice.
1 Investing the bonus in AllWell Inc
2 Investing the bonus in a health care index fund that tracks the performance of 340 health care stocks
3 Investing the bonus in a diverse fund that holds shares of companies across the energy, financial services, health care, leisure, and technology sector
98 Don't know

**int001** (who earns more money in section Intervention)
Anna and Jessica are twins. At age 20, Jessica started contributing $20 a month to a savings account. After 20 years, when she was age 40, she stopped adding to her savings but she left the money in the account. Anna didn't start to save until she was 40. Then, she saved $20 a month until she retired 20 years later at age 60. Suppose both Anna and Jessica earned a 6% return each year on their savings. When they both retired at age 60, who had more money? Select one choice.
1 Anna
2 Jessica
3 They had the same amount
98 Don't know

**int003** (which job choose in section Intervention)
Jacob has two job offers to choose from and he wants to select the job paying a salary that will provide him with a higher standard of living for the next few years. Job A offers a 3% raise every year, while Job B will not provide a raise for the next few years. If Jacob chooses Job A, he will live in City A. If Jacob chooses Job B, he will live in City B. Jacob finds that the price of goods and services today are about the same in both areas. Prices are expected to rise, however, by 4% in City A every year, and stay the same in City B. JobRaise every yearCityExpected increase in pricesA3%A4%BStay the sameBStay the sameBased on his concerns about his standard of living, what should Jacob do? Select one:
1 Take Job A
2 Take Job B
3 Take either one: he will be able to afford the same future standard of living in both places
98 Don't know

**int_cn009** (single stock safer return than mutual fund post intervention in section Intervention)

Buying a single company's stock usually provides a safer return than a stock mutual fund.
1 True
2 False
98 Don't know

**int_sc009** (Portfolio post intervention in section Intervention)
It is usually possible to reduce the risk of investing in the stock market by buying a wide range of stocks and shares.
1 True
2 False
3 Don't know

**int_sc011** (Risk Return post intervention in section Intervention)
An investment with a higher expected return is likely to be lower risk.
1 True
2 False
3 Don't know

**int_sc007** (Compound post intervention in section Intervention)
Compound interest refers to interest earned on the initial amount invested plus accumulated interest.
1 True
2 False
3 Don't know

**int_sc010** (Inflation post intervention in section Intervention)
If the inflation rate was 4% last year, this means that overall prices rose by 4% last year.
1 True
2 False
3 Don't know

ELSEIF bh_randomizer = 3 THEN

**int_intro** (Section Intervention)
*Next we will ask you to read a short story. Carefully read the story and once you are done, you will be asked to answer a few questions.*

**story3_part1** (Section Intervention)
This is the story of how a very cute plaid shirt inspired Lisa to save more for the future. Lisa and Beth were shopping together when Beth spotted the shirt and knew it would look great on Lisa. But when Lisa saw it, she had a flashback to the 1990's, the last time plaid shirts were trendy. The new shirt cost $50 and Lisa remembered paying $30 for similar shirts back then. So the word 'inflation' popped into Lisa's head.

Inflation describes price increases over time. Lisa realized that not only do shirts that used to cost $30 now cost $50, but many things that used to be $30 now cost more.

With inflation, the same number of dollars buys less. So the price of a shirt, as well as other things like haircuts and groceries, can rise.

Imagine that inflation is 4% per year: this means that prices rise 4% every year. An item that costs $100 at the beginning of a year will then cost $104 at the end of that year. This might not seem like a big deal, until you consider that everything costs a bit more, on average. Therefore, if your paycheck doesn't grow at the same rate, you won't be able to buy as much as you used to at the higher prices.

**story3_part2** (Section Intervention)
When Lisa had her plaid shirt 'aha' moment, she realized that prices had risen, and that they're probably going to be even higher in the future. Her friend Beth understood that part, too. But Beth couldn't figure out how the same shirt could go all the way from $30 in the 1990's to $50 now, when it feels like prices rise only a little each year.

Lisa explained that this happens because price increases build upon one another. Let's say prices increased 4% every year for 20 years. A $100 bag of groceries will cost $104 after one year. After 10 years, it will cost $148, and the 4% just keeps adding up to more and more money, so that after 20 years your $100 bag of groceries costs $219. In other words, your $100 groceries cost more than twice as much 20 years later.

Lisa knows that, when she thinks about how much money she'll need for the future, she must also take into account how much more things will cost. Reminded by her new shirt, she's happy to have understood inflation, and she recognizes that knowing more about how to manage money will be important for her financial future.

**int003_noback** (which job choose in section Intervention)
Jacob has two job offers to choose from and he wants to select the job paying a salary that will provide him with a higher standard of living for the next few years. Job A offers a 3% raise every year, while Job B will not provide a raise for the next few years. If Jacob chooses Job A, he will live in City A. If Jacob chooses Job B, he will live in City B. Jacob finds that the price of goods and services today are about the same in both areas. Prices are expected to rise, however, by 4% in City A every year, and stay the same in City B. JobRaise every yearCityExpected increase in pricesA3%A4%BStay the sameBStay the sameBased on his concerns about his standard of living, what should Jacob do? Select one:
1 Take Job A
2 Take Job B
3 Take either one: he will be able to afford the same future standard of living in both places
98 Don't know

int003 := int003_noback

**int005** (son correct in investment in section Intervention)

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Suppose you are 50 years old and are discussing three investment opportunities with your adult child. You have put aside a good sum of money and want to invest it for the next 10 years, but you want to play it safe. Your three investment choices are, a) a saving account that pays 1% per year, b) a T-bill that pays 1.5% per year, or c) a certificate of deposit that pays 2%. The current inflation rate is 2.5% and expected to stay at that level. Your child tells you that if you invest in this way, you won't be able to afford the same things in 10 years. Which of the following is correct?
1 Your child is right
2 Your child is wrong
3 We cannot tell with this information
98 Don't know

**int001** (who earns more money in section Intervention)
Anna and Jessica are twins. At age 20, Jessica started contributing $20 a month to a savings account. After 20 years, when she was age 40, she stopped adding to her savings but she left the money in the account. Anna didn't start to save until she was 40. Then, she saved $20 a month until she retired 20 years later at age 60. Suppose both Anna and Jessica earned a 6% return each year on their savings. When they both retired at age 60, who had more money? Select one choice.
1 Anna
2 Jessica
3 They had the same amount
98 Don't know

**int002** (investment stocks advice in section Intervention)
Suppose you are advising an old friend who wants to invest $50,000 in stocks, but he prefers not to take a lot of risk. Which of the following strategies would you recommend to your friend? Select one choice.
1 Put all of the money in one stock
2 Put all of the money in two stocks
3 Put all of the money equally divided in 100 large firms in the United States
98 Don't know

**int_cn010** (savings account amount after interest post intervention in section Intervention)
Imagine that the interest rate on your savings account was 1% per year and inflation was 2% per year. After 1 year, how much would you be able to buy with the money in this account?
1 More than today
2 Exactly the same
3 Less than today
98 Don't know

**int_sc010** (Inflation post intervention in section Intervention)
If the inflation rate was 4% last year, this means that overall prices rose by 4% last year.

1 True
2 False
3 Don't know

**int_sc012** (Cost of living post intervention in section Intervention)
High inflation means that the cost of living is falling rapidly.
1 True
2 False
3 Don't know

**int_sc007** (Compound post intervention in section Intervention)
Compound interest refers to interest earned on the initial amount invested plus accumulated interest.
1 True
2 False
3 Don't know

**int_sc009** (Portfolio post intervention in section Intervention)
It is usually possible to reduce the risk of investing in the stock market by buying a wide range of stocks and shares.
1 True
2 False
3 Don't know

ELSEIF bh_randomizer = 4 THEN
**int_intro2** (Section Intervention)
*Next, we will ask you to answer a few more scenario and knowledge questions.*

**int001** (who earns more money in section Intervention)
Anna and Jessica are twins. At age 20, Jessica started contributing $20 a month to a savings account. After 20 years, when she was age 40, she stopped adding to her savings but she left the money in the account. Anna didn't start to save until she was 40. Then, she saved $20 a month until she retired 20 years later at age 60. Suppose both Anna and Jessica earned a 6% return each year on their savings. When they both retired at age 60, who had more money? Select one choice.
1 Anna
2 Jessica
3 They had the same amount
98 Don't know

**int004** (how many times amount doubled in section Intervention)
Jason inherited a $1,000 at age 35 from his grandparents and promised to save it for his retirement. He invested it in a stock mutual fund with an annual return of 7%. He is now 65 years old. How many times did his initial amount double since he invested at age 35? Select one choice.
1 2 times

2 3 times
3 10 times
98 Don't know

**int002** (investment stocks advice in section Intervention)
Suppose you are advising an old friend who wants to invest $50,000 in stocks, but he prefers not to take a lot of risk. Which of the following strategies would you recommend to your friend? Select one choice.
1 Put all of the money in one stock
2 Put all of the money in two stocks
3 Put all of the money equally divided in 100 large firms in the United States
98 Don't know

**int006** (investment advice for bonus in section Intervention)
Imagine your spouse just got a $5,000 bonus from AllWell Inc., the company she works for, because she helped develop a new drug that she believes will be very useful. She is thinking about investing the bonus in the stock market to help build her retirement account, but she has never invested before. Which option would you recommend to her? Select one choice.
1 Investing the bonus in AllWell Inc
2 Investing the bonus in a health care index fund that tracks the performance of 340 health care stocks
3 Investing the bonus in a diverse fund that holds shares of companies across the energy, financial services, health care, leisure, and technology sector
98 Don't know

**int003** (which job choose in section Intervention)
Jacob has two job offers to choose from and he wants to select the job paying a salary that will provide him with a higher standard of living for the next few years. Job A offers a 3% raise every year, while Job B will not provide a raise for the next few years. If Jacob chooses Job A, he will live in City A. If Jacob chooses Job B, he will live in City B. Jacob finds that the price of goods and services today are about the same in both areas. Prices are expected to rise, however, by 4% in City A every year, and stay the same in City B.
JobRaise every yearCityExpected increase in pricesA3%A4%BStay the sameBStay the sameBased on his concerns about his standard of living, what should Jacob do? Select one:
1 Take Job A
2 Take Job B
3 Take either one: he will be able to afford the same future standard of living in both places
98 Don't know

**int005** (son correct in investment in section Intervention)
Suppose you are 50 years old and are discussing three investment opportunities with your adult child. You have put aside a good sum of money and want to invest it for the

next 10 years, but you want to play it safe. Your three investment choices are, a) a saving account that pays 1% per year, b) a T-bill that pays 1.5% per year, or c) a certificate of deposit that pays 2%. The current inflation rate is 2.5% and expected to stay at that level. Your child tells you that if you invest in this way, you won't be able to afford the same things in 10 years. Which of the following is correct?
1 Your child is right
2 Your child is wrong
3 We cannot tell with this information
98 Don't know

**int cn007** ($100 after 5 years post intervention in section Intervention)
Suppose you had $100 in a savings account and the interest rate was 2% per year. After 5 years, how much do you think you would have in the account if you left the money to grow?
1 More than $102
2 Exactly $102
3 Less than $102
98 Don't know

**int cn008** (loan amount owed post intervention in section Intervention)
Suppose you owe $1,000 on a loan and the interest rate you are charged is 20% per year compounded annually. If you didn't pay anything off, at this interest rate, how many years would it take for the amount you owe to double?
1 Less than 2 years
2 At least 2 years but less than 5 years
3 At least 5 years but less than 10 years
4 At least 10 years
98 Don't know

**int cn009** (single stock safer return than mutual fund post intervention in section Intervention)
Buying a single company's stock usually provides a safer return than a stock mutual fund.
1 True
2 False
98 Don't know

**int cn010** (savings account amount after interest post intervention in section Intervention)
Imagine that the interest rate on your savings account was 1% per year and inflation was 2% per year. After 1 year, how much would you be able to buy with the money in this account?
1 More than today
2 Exactly the same
3 Less than today

98 Don't know

**int_sc007** (Compound post intervention in section Intervention)
Compound interest refers to interest earned on the initial amount invested plus accumulated interest.
1 True
2 False
3 Don't know

**int_sc008** (knowledge 2 group 1, Rule of 72 post intervention in section Intervention)
The Rule of 72 is a simple way to estimate how long it takes for your money to double: Simply divide 72 by the interest rate you can earn on the money.
1 True
2 False
3 Don't know

**int_sc009** (Portfolio post intervention in section Intervention)
It is usually possible to reduce the risk of investing in the stock market by buying a wide range of stocks and shares.
1 True
2 False
3 Don't know

**int_sc011** (Risk Return post intervention in section Intervention)
An investment with a higher expected return is likely to be lower risk.
1 True
2 False
3 Don't know

**int_sc010** (Inflation post intervention in section Intervention)
If the inflation rate was 4% last year, this means that overall prices rose by 4% last year.
1 True
2 False
3 Don't know

**int_sc012** (Cost of living post intervention in section Intervention)
High inflation means that the cost of living is falling rapidly.
1 True
2 False
3 Don't know
END OF IF

End of section **Intervention**

Start of section **Closing**

**CS_001** (HOW PLEASANT INTERVIEW in section Closing)
Could you tell us how interesting or uninteresting you found the questions in this survey?
1 Very interesting
2 Interesting
3 Neither interesting nor uninteresting
4 Uninteresting
5 Very uninteresting
98 Don't know

**CS_003** (comments in section Closing)
Do you have any other comments on the survey? Please type these in the box below. (If you have no comments, please click next to complete this survey.)
STRING

End of section **Closing**

/* Please note that although question CS_003 is listed in the routing, the answers are not included in the microdata in the event identifiable information is captured. Cleaned responses are available by request. */